

AUGUST DELIVERY
SALEM TEAR TAPE
McLANE NE

August Drive Period 707 / Promotion #701147

PROMOTION DESCRIPTION: UTILIZE THE JULY CUSTOMER LIST TO SHIP THE APPROPRIATE NUMBER OF SALEM \$3.00 OFF / CARTONS PER BRAND STYLE AS INDICATED. RETAILER WILL LOAD PRODUCT INTO THE 4-CARTON DISPLAY WHICH WAS SHIPPED WITH JULY DRIVE PERIOD.

Product PO #ER1747-01

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>80</u>
12300-24196	Light	<u>80</u>
12300-24195	Full Flavor 100	<u>80</u>
12300-24197	Light 100	<u>80</u>

Product Arrival: August 4, 1997

(No Displays will be shipped)

Ship Date to Retail: Week of: August 18, 1997

\$ Amount: \$114,502.93

AUGUST DELIVERY

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G	Terr	Rte	Acct	CC	Name	Address	City	St	Zip
173004	103	221460	A00	DAIRY MART #1	327 N BROAD ST	GROVE CITY	PA	16127	
173004	171	221615	A00	DAIRY MART #1	922 N CROTON AVE	NEW CASTLE	PA	16101	
173004	402	335841	A00	DAIRY MART #1	2567 DARLINGTON RD	BEAVER FAL	PA	15010	
173004	135	844877	A00	DAIRY MART #1	1599 DUSS AVE	AMBRIDGE	PA	15003	
173004	405	844881	A00	DAIRY MART #1	830 DARLINGTON RD	BEAVER FAL	PA	15010	
173006	017	335847	A00	DAIRY MART #1	BRODHEAD RD	ALIQUIPPA	PA	15001	
173006	016	335852	A00	DAIRY MART #1	1205 SHEFFIELD AVE	ALIQUIPPA	PA	15001	
173007	279	845637	A00	DAIRY MART #1	2903 BRIGHTON RD	PITTSBURGH	PA	15212	
173204	066	845392	A00	DAIRY MART #1	7920 SALTSBURG RD	PLUM	PA	15239	
173206	012	845264	A00	DAIRY MART #1	7520 STEUBENVILLE PI	OAKDALE	PA	15071	
173207	042	845270	A00	DAIRY MART #1	3817 BUTLER ST	PITTSBURGH	PA	15201	
173207	200	845525	A00	DAIRY MART #1	501 N MAIN ST	SHARPSBURG	PA	15215	

NOTE: 'X' Accts to View Detail, 'A' in Top Acct to view all Selected Accts

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G	Terr	Rte	Acct	CC	Name	Address	City	St	Zip
173001	362	398997	A00	DAIRY MART #1	603 W 26TH ST	ERIE	PA	16508	
173001	065	399087	A00	DAIRY MART #1	324 PINE ST	MEADVILLE	PA	16335	
173001	031	399100	A00	DAIRY MART #1	PO BOX 423	CONNEAUT L	PA	16316	
173001	537	399122	A00	DAIRY MART #1	204 PLUM ST	EDINBORO	PA	16412	
173001	525	399123	A00	DAIRY MART #1	321 S MAIN ST	CAMBRIDGE	PA	16403	
173001	470	399338	A00	DAIRY MART #1	52 S LAKE ST	NORTH EAST	PA	16428	
173001	290	478507	A00	DAIRY MART #1	3227 PINE AVE	ERIE	PA	16504	
173001	405	491748	A00	DAIRY MART #1	3204 PITTSBURGH AVE	ERIE	PA	16508	
173001	435	589869	A00	DAIRY MART #1	4216 MAIN ST	ERIE	PA	16511	
173001	000	729901	A00	DAIRY MART #1	830 ROUTE 19N	WATERFORD	PA	16441	
173001	065	765030	A00	DAIRY MART #1	2917 GLENWOOD PARK A	ERIE	PA	16508	
173001	310	840562	A00	DAIRY MART #1	408 W 18TH ST	ERIE	PA	16502	
173003	291	221495	A00	DAIRY MART #1	707 W RIDGE AVE	SHARPSVILL	PA	16150	
173003	266	843824	A00	DAIRY MART #1	400 BUHL FARM	HERMITAGE	PA	16148	
173003	209	844036	A00	DAIRY MART #1	ROUTE #18	WEST MIDL	PA	16159	

NOTE: 'X' Accts to View Detail, 'A' in Top Acct to view all Selected Accts

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